



STANDARD TRUST 1979 ANNUAL REPORT

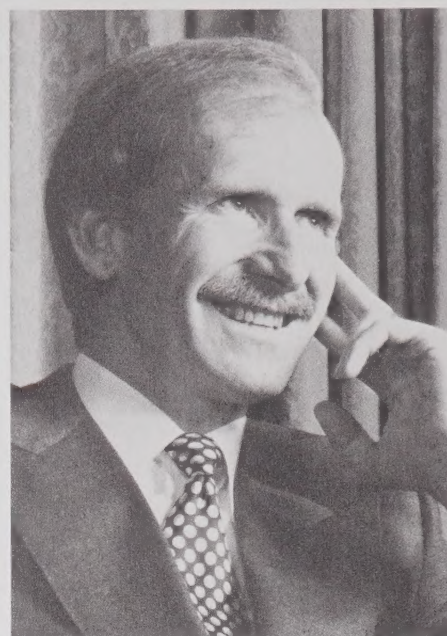


Highlights

	1979	1978	% change
Revenue	\$ 23,387,654	\$ 15,726,017	49%
Expenses	22,135,226	14,707,470	51%
Net operating income	1,304,728	757,347	72%
Net income	1,316,288	771,696	71%
Total assets	\$252,696,837	\$185,108,543	37%
Total mortgages	205,384,633	161,677,146	27%
Total securities	31,112,762	13,419,379	132%
Total deposits	226,853,483	165,818,897	37%
Shareholders' equity	12,294,339	7,311,211	68%
Dividends paid on common shares \$	250,198	\$ 107,188	133%
Weighted average number of common shares outstanding	417,317	378,672	10%

Per common share

Net operating income	\$ 2.72	\$ 2.00	36%
Net income	2.74	2.04	34%
Dividends paid	0.60	0.30	100%
Shareholders' equity	19.67	17.59	12%



Brian R. O'Malley, President and Chief Executive Officer

To our shareholders

Your Board of Directors is pleased to submit the Company's annual report together with the financial statements for 1979.

The Company had a remarkably successful year in 1979. For the first time in our history, net operating profits exceeded \$1,000,000 and total assets surpassed the \$250,000,000 mark.

These records are very significant milestones in the history of the Company. They mark the beginning of a transition over the next decade which will develop Standard Trust from a small regional trust company to a major financial services company with branch operations across the country.

During the year, we were successful in obtaining licences to operate in Alberta, Saskatchewan and Quebec. Our expansion in Ontario continued with the opening of five new branches, and the moving of two branches to larger premises. Our first Alberta office was opened in Edmonton, and plans were prepared to increase significantly our activities in Western Canada. Our continued expansion to date places Standard Trust Company in the top 20 trust companies out of more than 90 companies operating in Canada.

Early in 1978, plans were prepared to increase the assets of the Company four-fold to \$500,000,000 by 1982 and to achieve a minimum return on common shareholders' equity of 15% after-tax. Our asset growth is on target. Assets almost doubled since January 1, 1978. And of most importance to our shareholders, we have achieved significant improvement in return on common shareholders' equity. In 1979, this

important measurement showed a return of 14.9% as compared to 11.8% in 1978 and 10.4% in 1977.

In March, your Directors approved a 100% increase in the dividend from 30¢ a common share to 60¢ a common share. This increase is in keeping with the policy of your Board to improve the return to shareholders as rapidly as is considered prudent, to a level consistent with the dividend payout ratio of the trust industry. We will be reviewing the dividend payout early in 1980 in light of our policy, to determine if any change is in order for the year.

During the year, 200,000 floating rate Series A Preference Shares with a par value of \$20 per share were issued. The \$4,000,000 which was raised through this issue was added to the capital stock and increased our borrowing capacity by \$88,000,000.

In September, a new Dividend Reinvestment and Share Purchase Plan was introduced. Shareholders may reinvest dividends in new common shares at 95% of the average market price on dividend payment dates. Shareholders may also purchase new common shares at the average market price on dividend payment dates with savings account and G.I.C. interest, as well as by optional cash payments of up to \$8,000 a year. There are no brokerage commissions, service charges or administrative costs.

To meet our growth objectives for 1980, we plan to issue new shares early in the year. The timing, size and type of new shares to be issued have not yet been decided and will depend on market conditions at the time of issue.

In October, J.A. Perkins of Perth, Ontario, was appointed a Director of the Company. Mr. Perkins, well known in the transportation industry, is President of Taggart Services Limited, one of Canada's largest independent trucking companies. He is a director of several other companies, has been active in the development of Eastern Ontario and was first president of the Eastern Ontario Economic Council.

In November, a licence was received from the Minister of Finance to operate Standard Loan Company, a subsidiary of Standard Trust. Debentures of the loan company will be offered through our deposit-taking branches and investment dealers. The incorporation of this company provides us with greater flexibility in our operations and allows us to compete more effectively as a financial intermediary.

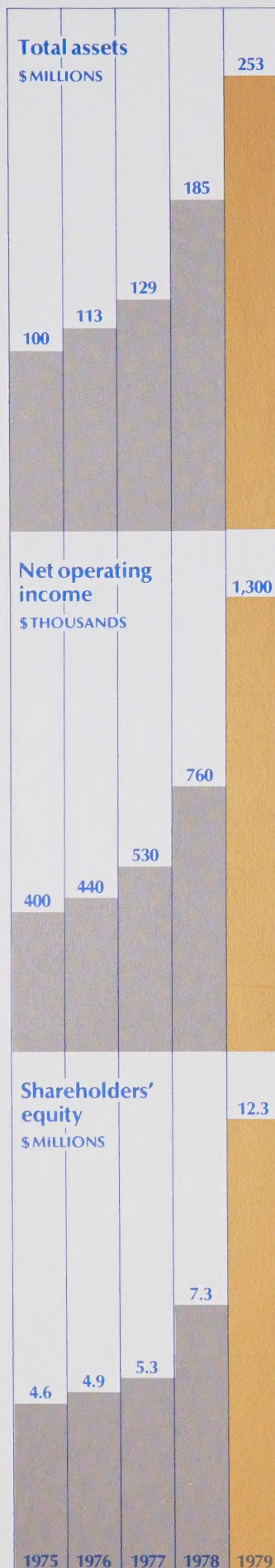
Standard Trustco Development Corporation was formed in December and will serve to expand the Company's asset and earnings base through the development of residential, commercial and industrial real estate. Mr. Edward T. Mulkins has been appointed President of the Company. Prior to joining the Company, Mr. Mulkins was Vice President in charge of the real estate department of a major Canadian trust company.

As is normal, uncertainties about the prospects for the year to come abound; however, we remain optimistic about the long-term business outlook. There are encouraging signs. Governments at all levels are beginning to demonstrate more restraint in spending policies and are encouraging private

- And did
increase?
- new share issue

reviewed
at 1978
Annual

Financial review



industry to lead the way in improving the economy. We appear to be at or near the peak in interest rates and look forward to a significant fall-off during the year. Most encouraging is the continuing growth in quality of our employees. To grow profitably and to grow rapidly requires competent men and women who are dedicated to meeting the needs of our customers with imagination and enthusiasm. We are indebted to our staff for their fine performance on our behalf.

Shareholders, correspondents and customers are invited to the annual meeting which will take place in the York Room, Royal York Hotel, Toronto, on February 14, 1980 at 2:30 p.m.

On behalf of the Board

B.R. O'Malley
President and Chief Executive Officer

January 10, 1980

The 1979 economic environment for financial institutions was one of great volatility. Consequently many institutions found the environment particularly stressful as previously acceptable strategies failed to cope adequately with new developments. Standard Trust achieved a successful year and we believe that our basic strategy of matching the duration of assets and liabilities so that net income is unaffected by future interest rate changes was reconfirmed as an appropriate strategy for our times.

Standard Trust implements this policy by matching the maturity of Guaranteed Investment Certificates having a fixed interest rate with fixed rate closed mortgage loans or similar investments. Savings deposits on which rates may fluctuate are invested in variable interest rate mortgages or short-term investments so there is a consistent relationship between interest expense and income.

Mortgage loans continued to be our preferred investment, however they dropped to 81% of total assets at year end, compared to 87% for 1978. This reflects the limited and at times unrewarding mortgage market in 1979. At various times during the year, preferred stock or high-yielding common stock offered a good alternative investment and our investment in this category increased from 4.6% of total assets in 1978 to 10.5% in 1979. These movements are paralleled in our revenue figures where mortgage income represented 83.2% of the total in 1979, compared to 86.5% in 1978, and income from investments increased to 14.6% from 10.6% in 1978. Interest and operating expenses as a percentage of gross



William L. Paton, Vice President Finance and Treasurer

revenue maintained approximately the same proportions as experienced in 1978. Income tax expense decreased significantly in 1979 due to the larger amount of tax-free dividend income in 1979 revenue.

Net income increased by 70.6% to \$1,316,288 from \$771,696 in 1978. After allowing for dividends payable on preferred shares, the balance of net income attributable to common shareholders increased 48.4% over that of the prior year.

Branch operations

1979 was another record year of growth in Certificates, Savings and Term Deposits which totalled \$226,853,483 compared to the previous year total of \$165,818,897. This represents an increase of 37%.

Guaranteed Investment Certificate sales were \$71,693,413, compared with \$67,285,817 in 1978, an increase of \$4,407,596. The total number of Guaranteed Investment Certificates is now 36,152, up from 29,027 in 1978.

Approximately 68% of our Guaranteed Investment Certificate business is attributable to our agency and correspondents system; this compares to 75% in 1978. We appreciate this business and intend to continue to support our more than 2,300 independent financial and professional advisors who represent us.

With the development of our full-service offices and the opening of five new branches, we were able to successfully promote our new One-Account. This is a Savings/Chequing passbook account offering higher interest with chequing privileges. It has been well received throughout our branch system, and we now have over 12,750 accounts with deposits totalling \$18,852,718.

Five new full-service branches

were opened in prime Ontario locations — Chatham, Essex, Paris, Perth and Wingham. Paris and Wingham were opened in mid-January and the results of their first year has been well above our expectations. Chatham branch, previously a GIC representative office, was expanded to a full savings branch at the end of April. The building housing this office was purchased by the Company



James Wood, Vice President

because of its location in the heart of downtown Chatham facing the site of a City Mall planned for future development. Perth branch was opened at the beginning of May and has successfully established itself in the community. Essex office was opened at the beginning of December and is located at the main intersection of the town.

The strength of our branches is not only in the locations chosen but in the management team operating those offices. Management transfers and appointments made during 1979 were: Mr. William Jackson, transferred from Hamilton to Manager, Savings Services, Ottawa branch; Mr. John McHenry, Manager, Savings Services, Hamilton branch; Mr. Dave Reid, Manager, Paris branch; Mr. Gerald Kavanagh, Manager, Wingham branch; Mr. Laurence Aldebert, transferred from Toronto branch to Manager, Brampton branch; Miss Pamela Werner, Business Development Officer, and Mrs. Micheline Hommel, Savings Manager, Toronto branch; Mr. Stanley Martin, Manager, Perth branch, and Mr. Eric Smith, Manager, Beamsville branch.



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In view of the successful results of our existing and new offices, we are planning to open a further three branches in Ontario during 1980. We anticipate opening the first office in Beamsville in February. In keeping with our branch expansion philosophy, the additional branches will be located in prime agricultural areas.

With the tremendous growth and development taking place in Western Canada, we plan to open representative offices to develop Guaranteed Investment Certificate business in Alberta and Saskatchewan. From that base we anticipate opening several full-service operations in those provinces.

1. William Walden, mayor of Wingham cuts the ribbon at the opening of our new Wingham branch while Standard Trust president Brian O'Malley and branch manager Gerald Kavanagh look on.

2. The Standard Trust booth at the Kent County Plowing Match attracted its share of attention.

3. Director J. A. Perkins, Jr., from Perth dropped in for a chat with Stan Martin, manager of our Perth branch.

1979 was a year of substantial growth and expansion of our mortgage portfolio despite escalating interest rates causing a slowdown in all areas of the construction industry, which in turn 'softened' the demand for mortgage financing.

New mortgage commitments for the year exceeded \$81,000,000 and 88% of those commitments were made on residential properties.

An important and profitable new dimension was added to our lending activities in 1979 as some \$10,000,000 was committed to financing the construction of a variety of projects: Multi-Unit Residential Buildings (MURB's), shopping centres, nursing homes, industrial condominiums and commercial buildings, as well as single family housing developments. We anticipate increasing this portfolio to \$20,000,000 in 1980.

Our lending base was geographically expanded in 1979 when we opened new mortgage production offices in Windsor, Ontario in June, and Edmonton, Alberta in August. The outstanding buoyancy of Alberta's resource-based economy is reflected in an increasing population growth rate, high level of personal incomes, and the pace and volume of new construction. These in turn have stimulated a high demand for mortgage product that will continue for the foreseeable future. To take further advantage of this marketing opportunity, our second Western Canada branch will be opened in Calgary early 1980.

Mr. Glenn Campbell, previously manager of our Willowdale branch, was promoted to the newly-created position of Region-



Kenneth Lucas, Vice President

al Manager – Canada, with responsibility for development and underwriting of residential mortgages across Canada.

The following management appointments were made: Mr. Wayne Chambers, Windsor, Ontario; Mr. Bruce Stewart, Edmonton, Alberta; and Mr. Gregory Jones, Willowdale, Ontario.

Looking forward, we are researching new branch opportunities for 1980 in Saskatchewan where we are now licenced to do business, and market feasibility studies are being done in British Columbia and the Maritime provinces. Anticipating a considerable long-term increase in new mortgage processing and servicing, studies of higher capacity computerized systems are being conducted with a view to having them operational in 1981.

In addition, a number of experienced personnel have been added to our administrative areas, to support the continuation of our rapid growth.



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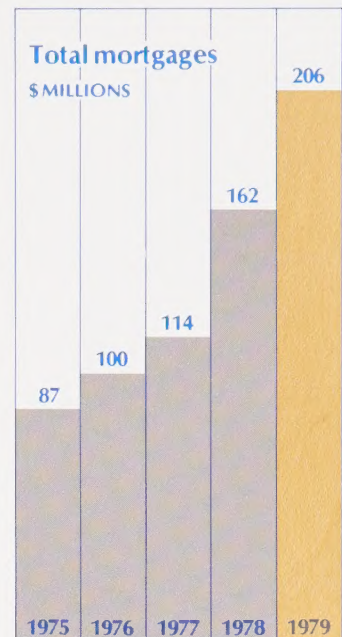
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1. An example of new residential construction covered by Standard Trust mortgages is Bishop Gate Properties, Hamilton.

2. The Le Mark Rose Gallery, Toronto represents business establishments on which loans were made.

3. Rural properties such as this farm near Campbellville enjoy competitive Standard Trust mortgage rates.

4. Mortgages on commercial properties continue to be an important part of our business. This five-store plaza is in Orleans.

Consolidated Statement of Income

Years ended December 31	1979	1978
Revenue:		
Interest on mortgages	\$19,446,917	\$13,598,602
Income from investments	3,417,274	1,672,174
Fees and commissions	220,815	179,383
Other	302,648	275,858
	23,387,654	15,726,017
Expenses:		
Interest on deposits and certificates	18,694,162	12,679,000
Staff salaries and benefits	1,364,834	908,211
Other operating expenses, including depreciation of \$65,594 (1978 – \$35,164)	2,076,230	1,120,259
	22,135,226	14,707,470
Operating income before income taxes	1,252,428	1,018,547
Income taxes:		
Current	2,277	—
Deferred	(54,577)	261,200
	(52,300)	261,200
Net operating income	1,304,728	757,347
Gain on sale of securities less deferred income taxes of \$45,400 (1978 – \$14,700)	11,560	14,349
Net income	\$ 1,316,288	\$ 771,696
Earnings per common share:		
Net operating income	\$ 2.72	\$ 2.00
Gain on sale of securities	.02	.04
Net income	\$ 2.74	\$ 2.04

Consolidated Statement of Retained Earnings

Years ended December 31	1979	1978
Balance at beginning of year:		(as restated)
As previously reported	\$ 2,653,766	2,099,178
Settlement of legal action (note 6)	22,600	22,600
As restated	2,631,166	2,076,578
Add net income	1,316,288	771,696
	3,947,454	2,848,274
Deduct:		
Dividends on preference shares	114,013	—
Dividends on common shares	250,198	107,188
Preference share issue expense, less deferred income taxes of \$4,281	4,455	—
Tax on dividends received, net of recoveries	—	109,920
	368,666	217,108
Balance at end of year	\$ 3,578,788	\$ 2,631,166

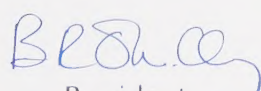
See accompanying notes to consolidated financial statements.

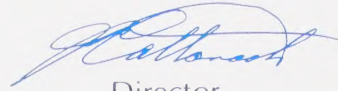
Consolidated Balance Sheet

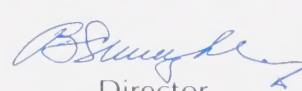
Assets	December 31, 1979	December 31, 1978
		(as restated)
Cash	\$ 1,438,853	\$ 704,962
Term deposits and short-term notes	12,562,323	8,133,661
Securities (note 2):		
Bonds	4,497,401	4,986,297
Stocks	26,615,361	8,433,082
	31,112,762	13,419,379
Mortgages receivable	205,384,633	161,677,146
Other assets	1,550,837	942,670
Fixed assets:		
Premises, equipment and leasehold improvements	939,235	456,936
Less accumulated depreciation	291,806	226,211
	647,429	230,725
	\$252,696,837	\$185,108,543
Liabilities		
Guaranteed trust account (note 3):		
Demand deposits	\$ 21,548,164	\$ 9,024,545
Term deposits	4,367,595	3,377,339
Guaranteed investment certificates	200,937,724	153,417,013
	226,853,483	165,818,897
Mortgages payable	10,886,350	10,442,215
Accounts payable and accrued expenses	1,156,259	367,920
Deferred income	351,564	—
Deferred income taxes	1,154,842	1,168,300
Shareholders' equity:		
Capital stock (note 4):		
Preference shares of the par value of \$20 each, issuable in series.		
Authorized 1,000,000 shares; issued 200,000 cumulative		
redeemable preference shares, Series A (1978—nil)	4,000,000	—
Common shares of the par value of \$10 each. Authorized 2,000,000		
shares; issued 418,855 shares (1978 — 416,996 shares)	4,188,545	4,169,960
Contributed surplus	527,006	510,085
Retained earnings	3,578,788	2,631,166
Total shareholders' equity	12,294,339	7,311,211
	\$252,696,837	\$185,108,543

See accompanying notes to consolidated financial statements.

We certify that, to the best of our knowledge and belief, the above statements are correct and show truly and clearly the financial condition of the company's affairs.


President


Director


Director

Consolidated Statement of Changes in Financial Position

Years ended December 31	1979	1978
Funds provided by:		
Increases in:		
Demand deposits	\$12,523,619	\$ 2,497,215
Term deposits	990,256	1,498,536
Guaranteed investment certificates	47,520,711	50,091,059
Mortgages payable	444,135	—
Decrease in bonds	488,896	1,035,675
Issuance of preference shares	4,000,000	—
Issuance of common shares	35,506	1,431,024
Deferred income	351,564	—
Other	171,436	—
Operations	1,372,706	1,082,760
	67,898,829	57,636,269
Funds applied to:		
Increases in:		
Stocks	18,182,279	4,863,976
Mortgages receivable	43,707,487	47,589,535
Dividends	364,211	107,188
Tax on dividends received, net of recoveries	—	109,920
Additions to premises, equipment and leasehold improvements	482,299	189,903
Decrease in mortgages payable	—	130,240
Other	—	145,284
	62,736,276	53,136,046
Increase in cash, term deposits and short-term notes	\$ 5,162,553	\$ 4,500,223

Consolidated Statement of Contributed Surplus

Years ended December 31	1979	1978
Balance at beginning of year	\$ 510,085	\$ 271,581
Premium on issue of common shares (note 4)	16,921	238,504
Balance at end of year	\$ 527,006	\$ 510,085

See accompanying notes to consolidated financial statements.

Notes to Consolidated Financial Statements

1. Summary of Significant Accounting Policies:

The consolidated financial statements have been prepared in accordance with generally accepted accounting principles and those of particular significance are set out below:

(a) *Accounting Presentation:* The consolidated financial statements include the accounts of Standard Trust Company and its subsidiary company, Standard Loan Company (99.5% owned), and the assets and liabilities of its Guaranteed Trust Fund. Standard Loan Company was incorporated during 1979.

(b) *Investments:* Bonds and mortgages are stated at amortized cost. Stocks are stated at cost. Gains and losses are recorded only upon realization of investments and mortgages except where there is a decline in value which is other than temporary, at which time a provision for loss is made.

(c) *Fixed Assets:* Premises, equipment and leasehold improvements are stated at cost. Depreciation is based on the estimated useful life of the assets, calculated on a straight-line or diminishing balance method as considered most appropriate for each type of asset.

(d) *Income Taxes:* Income taxes are provided on reported income in accordance with the tax allocation method. Under this method deferred income taxes are recorded for timing differences between reported and currently taxable income.

Operating income before income taxes include non-taxable dividend income and accordingly, the effective income tax rate is less than the general corporate tax rate.

(e) *Recognition of Revenue and Expenses:*

(i) Investment income and interest expense are recorded on the accrual basis.

(ii) Premiums and discounts on bonds and mortgages are amortized to income over the term to maturity.

(iii) Commissions and finders' fees paid on the sale of guaranteed investment certificates or acquisition of mortgages are deferred and amortized by charges to income over the terms of the certificates and mortgages.

(iv) Income from the sale of options on investments owned by the company are amortized to income over the period of the option contract.

(v) Fees and commissions are recorded as income when received.

(f) *Earnings per Common Share:* Earnings per common share have been computed on net income attributable to common shares divided by the weighted average number of common shares outstanding during the year. The exercise of options outstanding would not materially dilute earnings per common share.

2. Securities:

Cost and market values, including accrued interest:

	1979		1978	
Bonds:	Cost	Market	Cost	Market
Government of Canada	\$ 212,900	184,869	\$ 212,965	190,515
Provinces of Canada	4,150,883	3,179,706	4,148,710	3,512,389
Corporate	133,618	108,713	624,622	534,457
	4,497,401	3,473,288	4,986,297	4,237,361
Stocks	26,615,361	25,377,333	8,433,082	8,408,849
	\$31,112,762	28,850,621	\$13,419,379	12,646,210

3. Assets of the Guaranteed Trust Fund:

Included in the consolidated balance sheet are the following assets of the Guaranteed Trust Fund:

	1979	1978
Cash	\$ 251,549	\$ 749,061
Term deposits and short-term notes	11,940,224	8,133,661
Securities:		
Bonds	2,903,253	2,944,759
Stocks	16,879,596	2,617,562
Mortgages	194,878,861	151,373,854
	\$226,853,483	\$165,818,897

4. Capital stock:

(a) *Preference shares, series A:* During the year the company issued 200,000 cumulative redeemable preference shares, series A at par value of \$20 per share to a Canadian chartered bank, pursuant to a subscription agreement dated November 16, 1978. The preference shares, series A are subject to the following conditions:

(i) *Dividend:* The annual dividend rate is equal to 1% plus one half the bank's prime lending rate from time to time.

(ii) Redemption: Subject to the consent of the Superintendent of Insurance (Canada), the company has agreed to redeem the preference shares commencing in 1985 in an amount not less than 20% of the shares issued and continuing annually until all such shares have been redeemed. The company has the option of redeeming the whole or any part of the preference shares at any time. In each case, the redemption price shall be equal to par value plus all accrued and unpaid dividends thereon.

(b) *Common shares*: On August 1, 1979 the company established a dividend reinvestment and share purchase plan for holders of its common shares whereby shareholders may elect to reinvest cash dividends on common shares in common shares of the company at 95% of average market price, as defined. In addition, common shareholders may elect to purchase additional shares with interest on guaranteed investment certificates and other deposits and with optional cash payments up to \$8,000 per annum, in each case at 100% of average market price, as defined.

During the year, common shares were issued for cash considerations as follows:

			Credited to	
	Number of shares	Issue price	Capital stock	Contributed surplus
Under dividend reinvestment plan	1,014,633	\$19.024	\$10,146	\$ 9,156
Under share purchase plan	423,854	20.025	4,239	4,249
To employees	420,000	18.370	4,200	3,516
	1,858,487		\$18,585	\$16,921

Options to purchase common shares of the capital stock of the company are outstanding as follows:

Number of shares	Option price per share	Expiry date
9,000	\$10.00	February, 1981
7,500	11.48	December, 1982
2,250	12.15	December, 1983
5,250	17.10	December, 1984
3,850	16.53	December, 1984

5. Contractual Obligations:

Contractual obligations in respect of operating leases expiring at various dates up to 1989 amount to \$1,420,000 at December 31, 1979. The future minimum payments under the terms of such leases for the next five years are as follows:

1980 – \$226,265 1981 – \$198,331 1982 – \$167,363 1983 – \$136,218 1984 – \$129,963

6. Prior Period Adjustment:

The company and 10 other parties were co-defendants in a legal action, which commenced in 1975, claiming \$200,000 plus costs from the said parties. During the year arrangements were made to settle the action for a total cost of \$22,600, net of deferred income taxes of \$22,400. The company has recorded this amount as a retroactive charge against retained earnings at January 1, 1978.

Auditors' Report

To the shareholders of Standard Trust Company

We have examined the consolidated balance sheet of Standard Trust Company as at December 31, 1979 and the consolidated statements of income, retained earnings, contributed surplus and changes in financial position for the year then ended and have obtained all the information and explanations we have required. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the company as at December 31, 1979 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Peat, Marwick, Mitchell & Co., Chartered Accountants

Toronto, Canada, January 9, 1980

Five Year Summary

Operating results	1979	1978	1977	1976	1975
Revenue	\$23,387,654	\$15,726,017	\$11,613,280	\$9,745,168	\$8,017,078
Expenses	\$22,135,226	\$14,707,470	\$10,918,203	\$9,162,367	\$7,481,996
Net operating income	\$ 1,304,728	\$ 757,347	\$ 532,377	\$ 442,001	\$ 379,682
Year-end Position					
Total assets	\$252,696,837	\$185,108,543	\$128,716,090	\$112,563,546	\$99,910,588
Total mortgages	\$205,384,633	\$161,677,146	\$114,087,611	\$100,158,001	\$87,262,457
Total securities	\$ 31,112,762	\$ 13,419,379	\$ 9,591,078	\$ 9,086,506	\$ 8,345,847
Total deposits	\$226,853,483	\$165,818,897	\$111,732,087	\$ 94,183,000	\$81,286,032
Shareholders' equity	\$ 12,294,339	\$ 7,311,211	\$ 5,325,599	\$ 4,924,300	\$ 4,573,224
Dividends paid on common shares	\$ 250,198	\$ 107,188	\$ 74,436	\$ 59,549	—
Weighted average number of common shares outstanding	417,317	378,672	297,744	297,744	297,744
Per common share					
Net operating income	\$ 2.72	\$ 2.00	\$ 1.79	\$ 1.48	\$ 1.28
Dividends paid	\$ 0.60	\$ 0.30	\$ 0.25	\$ 0.20	—
Shareholders' equity	\$19.67	\$17.53	\$17.89	\$16.54	\$15.36

Directors

† J. Lachlan Cattanach, Q.C.
Partner, Cattanach, Hindson, Sutton & Hall,
Markham, Ontario

George M. Clemons
Chairman, Canadian Livestock Exporters
Association, Brantford, Ontario

Paul A. Kates
President, Kates-Duncan & Associates Ltd.,
Toronto, Ontario

Donald H. Koyl, A.A.C.I., F.R.I., C.R.E.
Real Estate Consultant, Koyl Brunsdon
Appraisals Ltd., Saskatoon, Saskatchewan

*† E. Bruce McConkey, C.A.
Vice President Finance, Denison Mines
Limited, Toronto, Ontario

Susan McCutcheon, B.A.
Treasurer, Pentastar Inc., Toronto, Ontario

Harvey McFarland
Vice President, Loch-Sloy Holding Ltd.,
Picton, Ontario

*† Brian R. O'Malley, B.A., B.Comm., F.T.C.I.
President and Chief Executive Officer,
Standard Trust Company, Toronto, Ontario

*† William L. Paton, C.G.A., M.T.C.I.
Vice President Finance and Treasurer,
Standard Trust Company, Arden, Ontario

J. A. (Joe) Perkins, Jr.
President, Taggart Services Limited,
Perth, Ontario

George Rodanz
President, Ringwood Farms Limited,
Thornhill, Ontario

Helen Roman-Barber, U.M.
Vice President and Director, Roman
Corporation, Toronto, Ontario

Wesley D. Thompson
President, W. G. Thompson & Sons Ltd.,
Blenheim, Ontario

*† Bertram E. Willoughby,
B.S.A., P.Ag., F.R.I., C.R.E.
Chairman of the Board, A. E. LePage (Ontario)
Ltd., Belfountain, Ontario

The Honourable Eric A. Winkler,
Secretary Treasurer, Gateman Coach Lines,
Hanover, Ontario

Honorary Director

The Honourable W. Earl Rowe,
P.C., U.D., D.Sc., Soc.
Newton Robinson, Ontario

* Executive Committee

† Audit Committee



Shown after a recent meeting of the Board of Directors are, standing left to right: The Honourable Eric A. Winkler, Bertram E. Willoughby, Donald H. Koyl, Lachlan Cattanach, William L. Paton, Harvey McFarland, and Wesley D. Thompson. Seated are: George M. Clemons, Helen Roman-Barber, Paul A. Kates, George Rodanz, Susan McCutcheon, and Brian R. O'Malley. Absent were Bruce McConkey and J. A. Perkins, Jr.

Officers

Brian R. O'Malley,
B.A., B.Comm., F.T.C.I., President and Chief
Executive Officer

Bertram E. Willoughby,
B.S.A., P.Ag., F.R.I., C.R.E.,
Vice President

William L. Paton, C.G.A., M.T.C.I.,
Vice President Finance and Treasurer

James Wood, M.T.C.I.,
Vice President

Kenneth Lucas,
Vice President

Kathleen Mawson,
Secretary

H. Bruce Miller, M.T.C.I.,
Branch Administration Officer

James W. McMahon, B.Comm.,
C.G.A., M.T.C.I.,
Assistant Treasurer

Vera N. Horniak, A.T.C.I.,
Assistant Comptroller

Glenn A. Campbell,
Regional Manager for Canada — Residential
Mortgage Division

Joseph Reynolds, C.M.A.I.C.,
Commercial Mortgage Manager

Standard Trust Services

1-Account

Standard Trust's new 1-Account offers high interest on savings, plus chequing privileges. Interest is calculated on the minimum monthly balance, and compounded annually. You may write three free cheques each month and if you are a senior citizen, 60 years or over, all your cheques are free. Postage-free envelopes are available for deposits by mail.

Short Term Deposits

Standard Trust pays high interest on funds of \$10,000 or more deposited for periods of 30 to 59 days, 60 to 89 days, 90 to 179 days, and 180 to 364 days. Consult your Standard Trust branch manager about the special interest rates available.

Guaranteed Investment Certificates

High interest rates are available to the investor for periods of one to five years on amounts of \$500 or more. Interest is payable monthly, half-yearly, yearly, or compounded and paid at maturity. Certificates can be renewed at maturity at prevailing interest rates.

Debentures

Debentures will be offered through Standard Loan Company to provide a negotiable investment vehicle. They will be offered for one- to five-year terms on amounts of \$500 or more. Interest is payable monthly, half-yearly, yearly or compounded and paid at maturity. Debentures can be renewed at maturity at prevailing interest rates.

Mortgage Loans

Mortgages are available on residential, commercial and rural properties at competitive rates. They may be tailored to suit your needs through term and payment structure. Interim financing is also available.

Collateral Loans

The company will make loans on its Guaranteed Investment Certificates presented as collateral. Loans are also available on Income Averaging Certificates and Retirement Savings Plans.

Registered Retirement Savings Plan

Our Guaranteed Retirement Savings Plan offers high interest through five-year Guaranteed Investment Certificates with no administration or management fees. Your tax savings and interest accumulation will add much to your retirement income.

Registered Home Ownership Savings Plans

The way to save for your first home. You may deduct up to \$1,000 a year from your taxable income and earn high interest at the same time. Savings may be withdrawn tax-free for the purchase of your first home.

Income Averaging Certificates

A way to reduce tax payable whenever 'unusual income' is received in any one year. The 'unusual income' for which there are many categories, can be spread over any period up to 15 years, and be paid to you monthly, quarterly, semi-annually or annually. These certificates are available in amounts from \$3,500.

Money Orders and Travellers Cheques

Standard Trust full savings offices have Canadian and foreign funds available for use at home or abroad.

Trustee and Agency Services

Standard Trust Company's Estates, Trusts and Agency Division acts as custodian for pension plans, profit sharing plans, welfare plans and cemetery trust.

Standard Trust Guaranteed Investment Certificates are authorized investments under:

the Income Tax Act (Canada)
the Canadian and British Insurance Companies Act (Canada)
the Foreign Insurance Companies Act (Canada)
the Pension Fund Society Act (Canada)
the Loan Companies Act (Canada)
the Pension Benefits Standards Act (Canada)
the Pension Benefits Acts of Alberta, Manitoba, Saskatchewan, Ontario and Canada
the Insurance Acts of Alberta, Saskatchewan, Ontario and Quebec
the Trust Companies Acts of Alberta and Canada
the Trustee Acts of Alberta and Ontario
the Investment Contracts Acts of Alberta, Saskatchewan and Ontario
the Loan and Trust Corporations Act (Ontario)
the Municipal Act (Ontario)
the Alberta Heritage Savings Trust Fund Act
the Credit Union Act (Alberta)
the Department of Finance Act (Saskatchewan)
the Municipal Employees' Superannuation Act (Saskatchewan)
the Municipal Financing Corporation Act (Saskatchewan)
the Saskatchewan Housing Corporation Act
the Charter of the Quebec Deposit and Investment Fund
the Supplemental Pension Plans Act (Quebec)
the Loan and Investment Societies Act (Quebec)

Member of the Canada Deposit Insurance Corporation, Quebec Deposit Insurance Board

Approved lenders for Central Mortgage and Housing Corporation, Insmor Mortgage Insurance Company, The Mortgage Insurance Company of Canada and Member of the Trust Companies Association of Canada.



BRANCH OFFICES**Beamsville**

51 King Street, East
Beamsville, Ontario L0R 1B0
Telephone: (416) 563-5355
Eric G. Smith, M.T.C.I., Manager
(opening — February, 1980)

Brampton

8 Main Street, South
Brampton, Ontario L6W 2C3
Telephone: (416) 457-4448
Laurence G. Aldebert, A.T.C.I.,
Manager

Calgary

Calgary, Alberta
Robert H. Murray, Manager

Chatham

119 King Street, West
P.O. Box 906
Chatham, Ontario N7M 5L3
Telephone: (519) 351-3242
Douglas Bossence, Manager

Edmonton

Suite 303
10240 - 124 Street
Edmonton, Alberta T5N 3W6
Telephone: (403) 482-1584
Bruce Stewart, Manager

Essex

34 Talbot Street, North
Essex, Ontario N8M 1A4
Telephone: (519) 776-6453
A. Morris Damude, Manager

Hamilton

Suite 806
20 Hughson Street, South
Hamilton, Ontario L8N 2A1
Telephone: (416) 523-6630
John T. McHenry, Manager

Markham

45 Main Street, North
P.O. Box 539
Markham, Ontario L3P 3R1
Telephone: (416) 294-6865
Lorne D. Reid, Manager

Ottawa

Suite 1003
130 Albert Street
Ottawa, Ontario K1P 5G4
Telephone: (613) 238-6416
William L. Jackson, Manager

Paris

89 Grand River Street, North
Paris, Ontario N3L 2M3
Telephone: (519) 442-2221
Dave Reid, Manager

Perth

34 Gore Street, East
Perth, Ontario K7H 1H5
Tel: (613) 267-6888
Stan Martin, Manager

Picton

Main and Ross Streets
P.O. Box 1710
Picton, Ontario K0K 2T0
Telephone: (613) 476-3105
Virginia F. Ralley, A.T.C.I.,
Manager

Toronto

Suite 100
69 Yonge Street
Toronto, Ontario M5E 1K3
Telephone: (416) 868-6900
Micheline Hommel,
Savings Manager
Pamela Werner, M.T.C.I.,
Business Development Officer

Walkerton

339 Durham Street
P.O. Box 188
Walkerton, Ontario N0G 2V0
Telephone: (519) 881-2150
Raymond A. Bolt, A.T.C.I.,
Manager

Willowdale

Suite 210
45 Sheppard Avenue, East
Willowdale, Ontario M2N 5W9
Telephone: (416) 224-5770
Greg T. Jones, Manager

Windsor

Suite 5A
2949 Dominion Blvd.
Windsor, Ontario N9E 2N2
Telephone: (519) 969-3122
Wayne Chambers, Manager

Wingham

237 Josephine Street
P.O. Box 850
Wingham, Ontario N0G 2W0
Telephone: (519) 357-2022
Gerald O. Kavanagh, Manager

Woodstock

382 Dundas Street
P.O. Box 1060
Woodstock, Ontario N4S 8A4
Telephone: (519) 539-5601
James D. Livingstone, Manager